

Message Text

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PAGE 01 JAKARTA 14895 041442Z

ACTION EA-12

INFO OCT-01 ISO-00 ONY-00 /013 W
-----048807 041444Z /47

R 040200Z NOV 77

FM AMEMBASSY JAKARTA
TO SECSTATE WASHDC 4787

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STADIS//////////

EA ONLY FOR AMBASSADOR MASTERS FROM RIVES

E.O. 11652: NA

TAGS: EFIN, ID

SUBJECT: CALL ON EXIMBANK CHAIRMAN

REF: JAKARTA 14660

1. I WOULD LIKE TO RE-EMPHASIZE THE DESIRABILITY OF
YOUR CALLING ON JOHN MOORE, CHAIRMAN OF THE EXIMBANK,
IF YOUR SCHEDULE PERMITS. WE HAVE SEEN SEVERAL PRESS
REPORTS THAT UNDER ITS NEW CHAIRMAN, EXIMBANK INTENDS
MORE AGGRESSIVELY TO SUPPORT U.S. EXPORTS BY OFFERING
FINANCING THAT WILL AT LEAST MATCH ATTRACTIVE TERMS
OFFERED BY EXPORT CREDIT AGENCIES OF OTHER GOVERNMENTS,
NOTABLY JAPAN AND FRANCE. STATEMENTS OF COMMERCE
DEPUTY ASSISTANT SECRETARY MORAN, WHO RECENTLY CONCLUDED
VISIT HERE TO OPEN OUR TRADE EXHIBITION, DINAMIKA '77,
HAVE ALSO ENCOURAGED US TO BELIEVE THAT EXIMBANK UNDER
MOORE WILL INDEED BE MORE COMPETITIVE THAN IT HAS
BEEN IN THE PAST.

2. IN OUR OWN DEALINGS WITH THE BANK, WE ARE GETTING
RATHER MIXED SIGNALS. ON THE ONE HAND, EXIMBANK VERY
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RECENTLY RESPONDED QUICKLY AND FAVORABLY TO THE URGINGS
OF THE EMBASSY (REFTEL) AND OF THE U.S. BANKS INVOLVED
TO PARTICIPATE IN THE FINANCING OF AIRPORT RESCUE AND
FIRE-FIGHTING EQUIPMENT AND WE ARE HOPEFUL THAT WITH

THIS EXIMBANK SUPPORT, THE U.S. SUPPLIER WILL WIN
\$8.5 MILLION GOI PURCHASE CONTRACT. ON THE OTHER HAND,

WE WERE VERY DISAPPOINTED THAT DESPITE OUR REQUEST
THROUGH DEPARTMENT OF COMMERCE TO HAVE EXIMBANK OFFICIAL
ON HAND DURING AT LEAST PART OF OUR TRADE EXHIBITION,
EXIMBANK DECLINED EVEN THOUGH, AS WE LATER LEARNED, THEY
HAD A TEAM IN SINGAPORE AND KUALA LUMPUR IMMEDIATELY
BEFORE OUR SHOW OPENED.

3. EXIMBANK EXPOSURE IN INDONESIA IS ON THE ORDER OF
\$500 MILLION AND ITS SUPPORT HAS BEEN A CRITICAL FACTOR
IN SECURING FOR U.S. SUPPLIERS IMPORTANT SALES CONTRACTS.
HOWEVER, IT HAS BEEN CAUTIOUS SINCE INDONESIA ENCOUNTERED
FINANCIAL PROBLEMS ARISING FROM PERTAMINA CRISIS IN
1975. ALTHOUGH GOI FINANCIAL POSITION NOW GREATLY IM-
PROVED, WE INTERPRET RECENT FAILURE OF EXIM TEAM TO
VISIT JAKARTA AS EVIDENCE THAT, AT LEAST AT WORKING LEVEL,
EXIM IS STILL COOL TOWARD INDONESIA.

4. IT WOULD BE VERY HELPFUL IN OUR EFFORTS TO
PROMOTE U.S. EXPORTS TO INDONESIA IF YOU COULD SEE
MOORE TO GET FROM HIM A CURRENT READING ON EXIMBANK'S
ATTITUDE TOWARD INDONESIA AND TO ENCOURAGE HIM AND
OTHER HIGH-LEVEL BANK OFFICIALS TO VISIT INDONESIA IN
NEAR FUTURE. AFTER A LULL IN MAJOR PROJECT ACTIVITY,
OCCASIONED BY PERTAMINA CRISIS, A NUMBER OF IMPORTANT
PROJECTS ARE AGAIN STARTING TO STIR. AMONG MORE
PROMISING ARE SOUTH SUMATRA COAL DEVELOPMENT, BINTAN
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ISLAND ALUMINA SMELTER, EAST KALIMANTAN FERTILIZER
PLANT, OIL REFINERY, AND EAST JAVA PAPER PULP PLANT.
EXIMBANK INVOLVEMENT WILL BE ESSENTIAL IF U.S. SUPPLIERS
ARE TO OBTAIN A PIECE OF THE ACTION.

RIVES

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Message Attributes

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